

Judy,

~~#B~~
~~-1 Lt Kg~~
~~71 Lt 100~~

#B

Norman J. Dresser
162800

11 Dorol Lt King For 1622
12 Dorol Lt 100's

RB
1244

Marcus Wilner
711150

11 ~~Dorol~~ Lt King For 1626
11 ~~Dorol~~ Lt 100's

SM
7140

Manchester Tobacco

10 Dorol Lt King For 1638
12 Dorol Lt 100

cc: Division Managers on Direct Account Letters,
so they know when product is to arrive and
quantities.

TO: K.L. Myers
D.W. Kearney
R.A. Ridge

cc:
Prebook

Re: Residual Dorol BIGIF's

As discussed your assistance is requested in selling Residual Dorol BIGIF product. Attached for your convenience is a Listing of Retail Partner Accounts whom are serviced by Direct Accounts that will receive Residual Onses. You will be copied on letters sent to Directs for all pertinent details.

Utilize the attached listing as a guide to target stores for residual amounts. My suggestion would be to allocate to your Sales Reps based upon case quantities so you don't oversell. There should be enough lead time to pre-sell so when product hits Directs it is moved to Retail.

Should you have any questions, please contact me.

Sincerely

Shirley

cc: J. Campbell
S. Colapinto

51860 6193